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# IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In re Application of: John DeMayo and Robert Aquilar

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For:

Apparatus and Method for Hyperlinking Specific Words in

Content to Turn the Words into Advertisements

Commissioner for Patents Box Patent Application Washington, D.C. 20231

Dear Sir:

Enclosed please find the following:

Specification, abstract and claims (6 independent, 24 dependent, 30 total) (18 pages);

Informal drawings (9 figures, 8 sheets); 2.

One check in the amount of \$565.00 (\$355.00 filing fee, \$120.00 excess independent claims, \$90.00 excess claims); and,

Certificate of Express mailing. 4.

The applicant is a small entity according to 37CFR \$1.27(c), and is thus entitled to pay reduced fees. The Commissioner is hereby authorized to charge any fee deficiency, or credit any overpayment, to Deposit Account No. 18-1579. The Commissioner is also authorized to charge Deposit Account No. 18-1579 for any future fees connected in any way to this application. Two copies of this letter are enclosed.

Respectfully submitted,

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TITLE:

Apparatus and Method for Hyperlinking Specific Words in Content to

Turn the Words into Advertisements

**INVENTORS:** 

John DeMayo and Robert Aguilar

## FIELD OF THE INVENTION

2 The present invention relates generally to advertising on a network. More specifically, the

3 present invention is a system and method for enabling a party with content or dialogue text or

4 HTML to hyperlink certain words or phrases to advertisers, in exchange for compensation for

this advertising service, in real-time, as published, or on a periodically refreshed basis.

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### BACKGROUND INFORMATION

The hyperlink or hypertext link is what makes the World Wide Web a web. A hypertext, "link" is a selectable connection from one word, picture, or information object to another. The most common form of link is the highlighted word or picture that can be selected by the user (with a mouse or in some other fashion), resulting in the immediate delivery and view of another file. The highlighted object is referred to as an anchor. The anchor reference and the object referred to constitute a hyperlink or hypertext link.

For online advertising, the anchor reference is typically a picture that forms what is called a "banner ad." Content is typically displayed centrally on a web page and ads are displayed peripherally, such as at the top, bottom or side of a web page. As such, ads and content are physically separate. The online advertising industry is finding that, in many cases, it is very effective to integrate advertising closely with content, typically matching the banner ad fields with the content topic, such as advertising bicycles on a web page with content relating to

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However, present online advertising is suffering from various drawbacks. Many 2 consumers are using free, ad-supported Internet services that display a persistent banner ad 3 window in a location of the service provider's choice, often obscuring, and therefore defeating, 4 5 the advertising being delivered by the web site being viewed. Other consumers, who are annoyed 6 by banner ads, are increasingly using browsers that incorporate banner-filtering software to 7 prevent ad displays. Additionally, as more consumers access the World Wide Web using devices with smaller displays, such as laptop computers, Internet appliances, palm-size computers, and 8 9 wireless phones, the graphical links of banner ads are becoming more problematic due to spatial 10 constraints. The advertising spaces are often eliminated by special formatting, such as by palm-11 formatted pages and WAP-formatted pages.

What would be truly useful in a method for integrating advertising with the content being displayed to avoid conflicts between the ads and the available display area.

### BRIEF SUMMARY OF THE INVENTION

The present invention is a system and method for integrating advertising with content more completely by hyperlinking certain keywords or phrases to another Web site (the "subsequent Web site"). The subsequent Web site is then charged for this service. For example, in an article discussing audio speakers, the word "subwoofer" in the middle of an article could be hyperlinked to a Web site that sells subwoofers, or provides more information about them. This hyperlink is sold to the Web site to which it is linked. In another embodiment, text displayed in any software application (not just browsers) is hyperlinked in the same manner.

To do this, the present invention comprises a system whereby words within content or

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dialogue are altered such that they are hyperlinked to an advertiser Web site. The advertiser

It is therefore an object of the present invention to avoid the limitations of online banner

advertising occupying too much display space by fully integrating advertising links with content.

It is another object of the present invention to allow advertising to be delivered to any

Web site is charged for the service of being linked to in some way.

hyperlinks to advertiser sites into the content of web pages.
It is a further object of the present invention to provide a system and method for inserting
hyperlinks to advertiser sites into the text of any software application that supports HTTP.
It is yet another object of the present invention to provide a business model to
compensate content providers providing anchor references for hyperlink ads and collect fees
from the linked web pages containing the referred object of hyperlink ads.
These and other objectives of the present invention will become apparent to those skilled
in the art from a review of the specification herein.
BRIEF DESCRPTION OF THE DRAWINGS
Figure 1 illustrates a typical schematic for practicing on embodiment of the present
invention.
Figure 2 illustrates a typical business model used by one embodiment the present
invention.
Figure 3 illustrates a first embodiment of a process to practice the present invention.
When the ad server downloads HTML files from the content provider.
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Figure 4 illustrates another embodiment of a process to practice the present invention.

- Where the ad server provides a script to the content provider
- Figure 5 and figure 5A illustrate yet another embodiment of a process to practice the present invention when the content provider places code in HTML documents.
- **Figure 6** illustrates an alternative embodiment of a process where web pages are served
- 6 by the ad server to practice the present invention.
- Figures 7A-B illustrate alternative embodiments of a process of the present invention
- 8 where web pages are hyperlinked by software run on a user computer.

### DETAILED DESCRIPTION OF THE INVENTION

The present invention in a method for taking content in text, HTML, or related format from Web pages (for browsers) or other sources (for other software applications that support HTTP) and searching it for words or phrases that advertisers have contracted to have hyperlinked to their Web pages. These words and phrases are then hyperlinked in HTML format to the advertiser's Web site, in a preferred embodiment involving routing through a tracking URL to track the number of times the hyperlink is clicked on. The content is then published on the Internet (for browsers) or displayed within an application (for other software applications that support HTTP) and readers seeing the content have the option of clicking on the hyperlink and visiting the contracted advertiser's Web site, as well as potentially holding their mouse or other pointing device over the hyperlink to see what site it leads to. The advertiser is then charged on a variety of different models including flat rate, flat rate by site, a rate for every time the hyperlinked word is viewed or called (an impression), every time the hyperlink is clicked on (clicks), or every time the hyperlink is clicked on and a sale, registration, or other action results

(conversions). The content producer, distributor, or even the end viewer of the content, is potentially compensated on any of the same metrics as well.

Although "content," as used in reference to the Internet generally includes text, images, sounds, and software code transmitted to users, as used herein, the term "content" is more narrowly defined and refers to textually-based information, education, and entertainment materials (produced by organizations and individuals) that has been authored independent of any advertiser. The textual labels of images, including the ALT="image label" of IMG tags, are also considered to be included in the definition of content, as used herein.

The term "HTML," as used herein refers to any hypertext-capable markup language, including, but not limited to, DHTML, XHTML, SGML, XML, HDML, and WML.

Additionally, although the invention will now be described with respect to content from Web pages being hyperlinked and viewed in a browser, the invention is equally and similarly capable of being practiced with text from other sources being hyperlinked and viewed in any software application that supports HTTP. For example, an HTTP-enabled word processing application could have a macro or other code that performs hyperlinking on appropriate words in any document opened by the application.

As illustrated in **fig. 1**, an end user browser **110** accesses Web page A over the Internet **100**. The content of the page, in text, HTML, or related format, has earlier been input **150** into the system of the present invention and searched for words or phrases that advertisers have contracted to have hyperlinked to them. These words and phrases are then hyperlinked in HTML format to the advertisers Web page B **120** by routing through a tracking URL to track **180** the number of times the hyperlink is clicked on. The ad server **130** then looks up and supplies the destination URL from a Destination URL database **170** needed to hyperlink the browser to the

correct advertiser Web page B 120. To accomplish this, the content published on page A includes the HTML with the desired words hyperlinked to a tracking URL. The end users browsing the content then has the option of clicking on the hyperlink and visiting the contracted advertisers Web site, as well as potentially holding their mouse over the hyperlink to see what site it leads to.

This hyperlinking of text is particularly useful for wireless devices that do not have displays appropriate for typical advertising media, but which do support hyperlinking. As shown in **fig. 1**, an optional WAP gateway and WML server **185** can therefore be used to allow the invention to be practiced on wireless devices

The advertiser is charged on a variety of different models including flat rate, flat rate by site, a rate for every time the hyperlinked word is viewed or called (an impression), every time the hyperlink is clicked on, or every time the hyperlink is clicked on and a sale, registration, or other action results although these methods are not meant as limitations in charging mehtods.

The content producer, distributor, or even the end viewer of the content, could be compensated on any of the same metrics as well.

The ad server records tracking information concerning which hyperlink ads have been served to which pages for each ad served and includes the desired metric data such as date-time, actions (impressions, click-throughs, sales, etc.), media, page-position, person id, etc. required for any fee collection from advertisers or any revenue disbursement to Web pages displaying the hyperlink ads. To aid in tracking unique actions, an optional cookie server can be employed as a proxy for those browsers that do not support cookies or have them turned off.

As mentioned above and illustrated in fig. 2, the tracking data 230 is then used by the ad server 200 to collect fees from advertisers 210 and distribute revenue to Web pages 220 on

1	which the ads have been served (or other compensated party, such as, but not limited to, users or
2	content providers).
3	The invention can be practiced in a variety of ways. In a first embodiment, illustrated in
4	fig. 3, the ad server downloads HTML files from the content provider 300. The ad server then
5	alters the HTML to include hyperlinked words in the content 310. The ad server then uploads the
6	altered HTML files over the existing HTML files on the content providers server 320.
7	In a second embodiment, illustrated in fig. 4, the ad server provides a script to the content
8	provider 400. The content provider then runs the script on their servers 410, and the script
9	overwrites existing HTML files on the server with hyperlinked HTML files 420.
10	Fig. 5 illustrates another possible embodiment of the present invention. In this
11	embodiment, the content provider places DHTML coding in their HTML documents 500. This
12	DHTML coding then references the ad server in order to know which words to hyperlink 510.
13	The DHTML coding then automatically hyperlinks the given words as a user's browser
14	interprets the HTML <b>520</b> .
15	Although described above with DHTML code, the present invention can also be practiced
16	with a variety of other such coding, including, but not limited to, java, javascript, DHTL, or
17	combinations thereof. The specific code is not a limitation, so long as it, by whatever means, will
18	call the server and hyperlink certain words.
19	For example, in a typlical embodiment of this version, the publisher ads a small tag to the
20	bottom of each page on his web site, and we can then add the necessary hyper links to his page.
21	The tag that the publisher would add to the bottom for the page would look something like this:
22 23 24 25	<pre><script language="JavaScript1.1" src="http://ourserver.com/AdHyper.js?accountname"></script></pre>

- 2 through the publishers account name so we can keep track of how many impressions and clicks
- 3 each publisher delivers.

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4 The .js on "ourserver" would typically look something like this:

```
5
        HyperLinker2000();
    6
7
8
        function HyperLinker2000() {
          var txtRange = document.body.createTextRange()
    9
          var keyvalues = new Array(' strike ', ' investigation ', ' the ', ' men
   10
        1);
   11
          var keylinks = new Array('<a href =http://www.espn.com> strike </a> ' ,
   12
        '<a href =http://www.NBA.com> investigation</a> ' , '<a href
   13
        =http://www.washingtonpost.com the</a> ', '<a href
   14
        =http://www.washingtonpost.com> men</a> ');
   15
              for ( var i = 0; i \le 500; i++) {
   16
17
                var x = i;
                while(txtRange.findText(keyvalues[x])) {
  18
                txtRange.pasteHTML(keylinks[x]);
  19
§ 20
                var txtRange = document.body.createTextRange()
  21
              }
   22
23
        }
```

- 24 The example above is displayed in figure 5A and is set to hyperlink the words "strike",
- 25 "investigation", "the", and "men" to the corresponding URL. Notice the space before each word.
- 26 This prevents from hyperlinking the piece of the word "men" from "Supermen", and only links
- 27 the word men when it is preceded by a space.
- 28 Fig. 6 illustrates an alternative embodiment wherein the web pages are served by the ad
- 29 server. In this system the content provider redirects users to the ad server's web page 600. The ad
- 30 server page delivers content with altered HTML that includes the hyperlinks 610. The ad server
- 31 does this using frames or coding in order to display the content providers URL in the browser
- 32 display 620. This function provides transparency to the user.
- 33 Figs. 7A-B illustrate embodiments wherein the computer of the end viewer of the content
- 34 (i.e., user) runs software that provides the text hyperlinks in the viewed content. This can be
- 35 done in a variety of ways.

One way to accomplish this is to have the user's browser download a piece of software that interacts with the browser to either change the HTML to create the hyperlink or create a "layer" over the HTML that enables the ad server to hyperlink certain words, as illustrated in fig. 7A. In this embodiment, the user is essentially accessing sites 710 through an ad server-supplied script 720, which performs the transformation when run on the computer of user 730. The viewed site 710 may or may not have knowledge of this. The action could be initiated by the user 730 (where the user chooses to come through the ad server, as shown by first arrow 740 to view pages or the ad server 750 provides some form of incentive) or initiated by the web site 710 (where the web site 710 chooses to route the user 730 through the ad server 750, as shown by second arrow 760).

In either situation, the user **730** is directed to a script **720** on the ad server **750** that analyzes and parses the requested page and changes the pages contents so they are displayed differently to the user **730** (the changes being hyperlinking certain words). A similar technology, used for entertainment, can be found at http://www.psyclops.com/translator/. Java, JavaScript, and Java applets could be used to perform either the method whereby the HTML is replaced as it is "read" by the end user with new HTML which contains the hyperlinks, or such that DHTML or language which uses a similar technology is inserted using Java, JavaScript, or a Java applet to create a "layer" that lays over the existing html and causes certain words to be hyperlinked.

Another way to have software perform the hyperlinking at the user's computer is to integrate the appropriate code that performs the hyperlinking of a page 770 into the browser software 772 displaying the text, as illustrated in fig. 7B, to present an ad-hyperlinked page 774. In the illustration, "computer", "subwoofer", and "music" have been hyperlinked to advertiser-selected sites. To accomplish this type of hyperlinking, the ad server could partner with ICQ or

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- 1 Netscape and build into their software applications a component that performs the text
- 2 hyperlinking. This could also be done by browser plug-ins.

selected sites, it is also possible that many advertisers will want to link to the same words. So, 4 5 instead of linking directly to an advertisers web site, the ad server could instead link the word or 6 phrase to a list of advertisers related to (or who have selected) the word or phrase in a new 7 HTML page or new document, or via a DHTML layer containing this list (the DHTML version 8 could be by click, or by simply moving a selector (i.e., a "mouseover") showing the list when the 9 user holds their mouse or pointing device over the hyperlink). This new list could open as a new HTML page in the original browser window, or in a new browser window, typically somewhat 10 similar then the original. This list could take the format of what are typically described as search 11

engine listings, the advertisers typically being charged for appearing in these listings, either

CPM, CPC, or CPA or combination thereof, and possibly ranked in order of payment (so the

advertiser paying the most would get listed highest on the list).

Although all of the embodiments above have discussed hyperlinking to advertiser-

The ad serving system typically can include load balancers, such as Cisco/Arrowpoint CS 800's performing layer 7 polling with HTTP "get" calls every 1-3 seconds, to evenly distribute the requests to the ad servers. The ad servers will typically consist of 32-36 Pentium III processors running at 600-800 MHz, each having 1-2 GB of RAM and 36GB hard drives. Server software can be C++ compiled and running on FreeBSD, being held together with Chron, Perl, and Perlscripts, and could also be ported to Linux, A/UX, Windows NT, and Sun Solaris.

Typical cookie server hardware can include multi-processor systems with raid arrays and 4GB of RAM, running on Linux or FreeBSD and communicating with the ad server via TCP.

The database hardware can typically include a pair of Sun 4500 processors and an EMC

- 1 raid array with MySQL database management software. Destination URLs can be served from
- 2 the destination (ad) database via NFS mount to the ad server.

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1	We claim:	
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3	1.	An apparatus for hyperlinking specific words in content to turn the words into
4		advertisements, comprising:
5		an Internet-enabled web browsing device connected to the Internet;
6		a content provider server having content files to be displayed on web browsers,
7	sai	d content provider server being connected to the Internet;
8		an advertiser web page accessible over the Internet; and
9		an ad server connected to the Internet,
10	wh	nerein the ad server provides means for providing a hypertext anchor to an advertiser-
11	che	osen word or phrase in a content file to link said advertiser-chosen word or phrase to
12	sai	d advertiser web page.
13	2.	The apparatus of claim 1, wherein said means for providing a hypertext anchor to an
14		advertiser-chosen word or phrase in said content file is an altered version of said
15		content file uploaded over said content file on said content provider server, said
16		altered version being identical to said content file with the exception of HTML
17		coding to provide said hypertext anchor.
18	3.	The apparatus of claim 1, wherein said means for providing a hypertext anchor to an
19		advertiser-chosen word or phrase in said content file is a script to be run on said
20		content provider server to overwrite the existing HTML of said content file with
21		altered HTML including coding to provide said hypertext anchor.

4. The apparatus of claim 1, wherein said means for providing a hypertext anchor to an advertiser-chosen word or phrase in said content file is a means associated with said

ad server to determine which words to hyperlink when referenced by coding in said

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creating an altered version of said content file including HTML coding to

1		provide said hypertext anchor; and
2		storing said altered version on said ad server;
3		wherein said content provider server redirects requests for said content file to said
4	ac	d server; and
5		said ad server serves said altered version.
6	14.	The method of claim 13, wherein said ad server employs frames so as to display a
7		content provider URL in a browser window of said Internet-enabled web browsing
8		device.
9	15.	The method of claim 13, wherein said ad server employs coding to display a content
10		provider URL in a browser window of said Internet-enabled web browsing device.
11	16.	The method of claim 9, further comprising linking to said advertiser web page using a
12		tracking URL.
13	17.	A method for advertising by hyperlinking specific words in content to turn the words
14	-	into advertisements, comprising:
15		altering the HTML of content of an Internet-displayed file to include a hypertext
16	aı	nchor on an advertiser-chosen word or phrase to link to an advertiser web page; and
17		receiving compensation from said advertiser.
18	18.	The method of claim 17, further comprising compensating at least one of a provider
19		of said content of said Internet-displayed file and an entity that selects said hypertext
20		anchor.
21	19.	The method of claim 18, further comprising compensating on a basis selected from
22		the group consisting of flat rate per ad, flat rate per site, impressions, clicks, and
23		conversions.

The method of claim 17, further comprising linking to said advertiser web page using

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connecting an ad server to the Internet,

1		wherein the ad server provides a hypertext anchor to an advertiser-chosen word or
2	phra	ase in said text-containing file to link said Internet-enabled device to said advertiser
3	file	•
4	25.	The method of claim 24, wherein the ad server provides a hypertext anchor to an
5		advertiser-chosen word or phrase in said content file by supplying a script to be run
6		on said device to provide said hypertext anchor.
7	26.	The method of claim 24, further comprising linking to said advertiser file using a
8		tracking URL.
9	27.	A method for advertising by hyperlinking specific words in documents to turn the
10		words into advertisements, comprising:
11		viewing a document with a software application;
12		altering the document file with software to include a hypertext anchor on an
13	adv	vertiser-chosen word or phrase to link to an advertiser document; and
14	•	receiving compensation from said advertiser.
15	28.	The method of claim 27, further comprising compensating an entity that selects said
16		hypertext anchor.
17	29.	The method of claim 28, further comprising compensating on a basis selected from
18		the group consisting of flat rate per ad, flat rate per software application, impressions,
19		clicks, and conversions.
20	30.	The method of claim 27, further comprising linking to said advertiser document using
21		a tracking URL.

# ABSTRACT OF THE DISCLOSURE

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2	The present invention is a method for taking content in text, HTML, or related format
3	from Web pages or documents and searching it for words or phrases that advertisers have
4	contracted to have hyperlinked to their Web pages or documents. These words and phrases are
5	then hyperlinked in HTML format to the advertiser's Web site, in a preferred embodiment
6	involving routing through a tracking URL to track the number of times the hyperlink is clicked
7	on. In a browser-based embodiment, he content is then published on the Internet and readers
8	seeing the content have the option of clicking on the hyperlink and visiting the contracted
9	advertiser's Web site. The hyperlinking of words can be implemented by (i) an ad server
10	overwriting existing content HTML files, (ii) a script overwriting existing files, (iii) coding in
11	existing HTML files referencing the ad server to determine hyperlinked words, or (iv) redirecting
12	users to an ad server page with appropriately altered HTML files.

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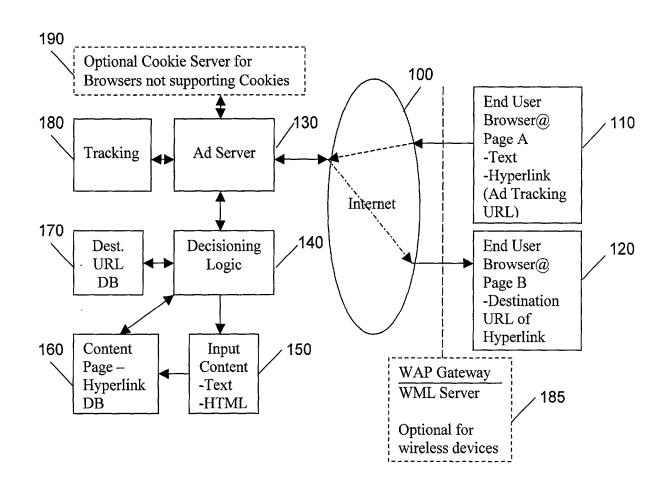


Fig. 1

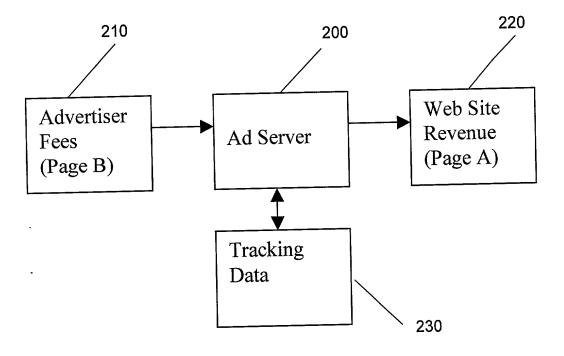


Fig. 2

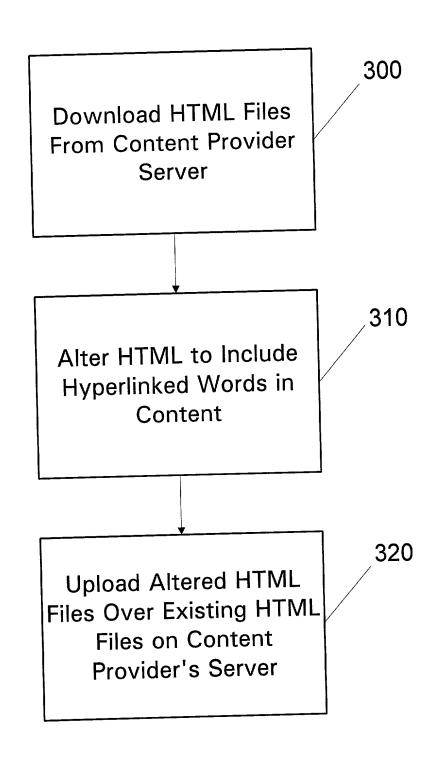


Fig. 3

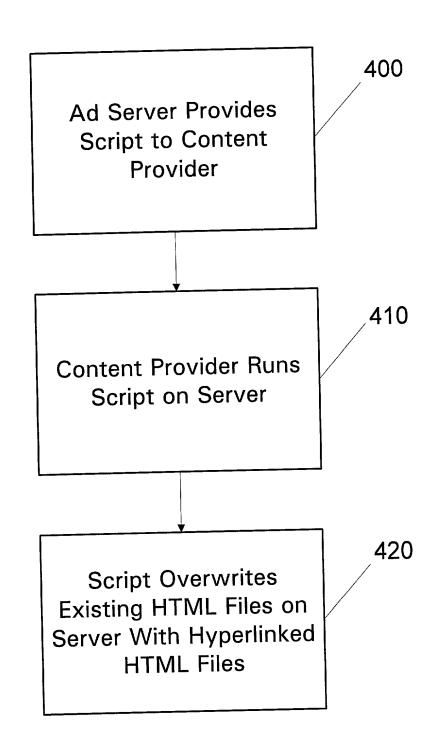


Fig. 4

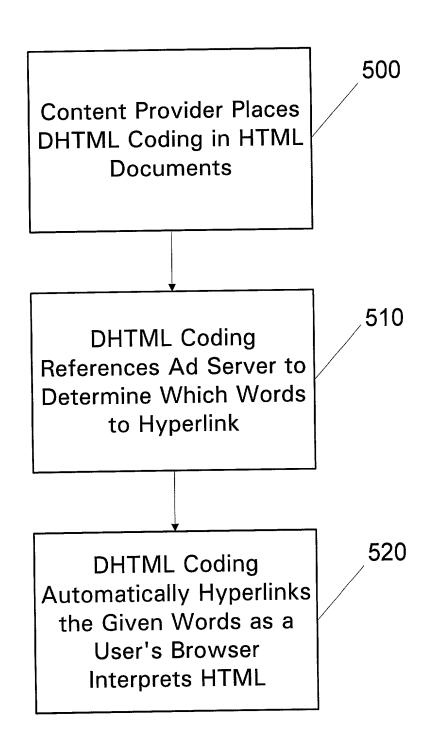


Fig. 5

# Hyperlinked document

All four live in <u>the</u> southern port city of Aden, where th<u>e tw</u>o suspected suicide bombers blew up a small boat filled with explosives alongside <u>the</u> Cole as it was refueling on Oct. 12.

<u>The investigation also has revealed that officials in Lahel, a stronghold of the militant Islamic Jihad, provided the suspected bombers will government cars for use in Aden and between Aden and Lahel, 22 miles to the north</u>

The sources said the suspected bombers knew the officials from their time together fighting the Soviets in Afghanistan in the 1980s.

The officials are believed to belong to a group of Islamic militants formed by veterans of the Afghan war. They are believed to have met several mes with the suspected bombers since March, when preparations for th<u>e bo</u>mbing are thought to have started.

ccording to the sources, the two men took their boat for a test ride in the harbor where the Cole was to dock one month before the bombing. One f <u>the fishermen who helped them take the boat into the water is believed to have been an accomplice, the sources said.</u>

S authorities are pressing Yemeni investigators leading the probe to allow U.S. agents a greater role in the investigation

A Yemeni official, speaking on condition of anonymity, said that expanding th<u>e US role in the investigation is being discussed, but that his</u> 's stand remains that the FBI cannot interrogate Yemen offizens. here has been no claim of responsibility considered credible in the strike on the Cole. American officials have said Osama bin Laderi-America's vo. 1 terror suspect, who has pledged to drive th<u>e U.S. military out of the Middle Fast- is a focus of the investigation. The Saudi millionaire, who sliving in Afghanistan, is accused of masterminding the 1998 bombings of U.S. embassies in Kenya and Tarizania.</u>

<u>he</u> Cole was T<u>he</u> Cole is being brought home from Yemen aboard a giant Norwegian transport ship on a long route that avoids the Suez Canal. The Cole expected to arrive in its home port of Norfolk, by about Dec. 10, said Frederik Steenbuch, manager of Oslo-based Offshore Heavy Transport.

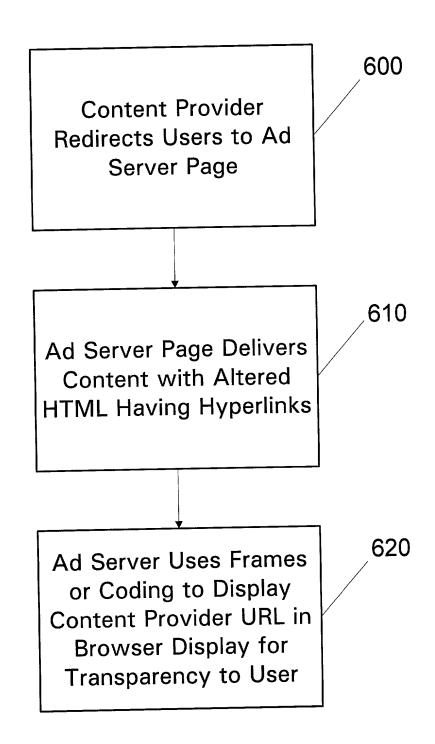


Fig. 6

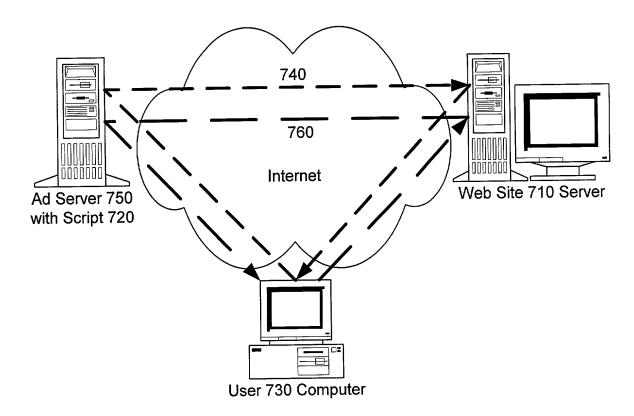


FIG. 7A

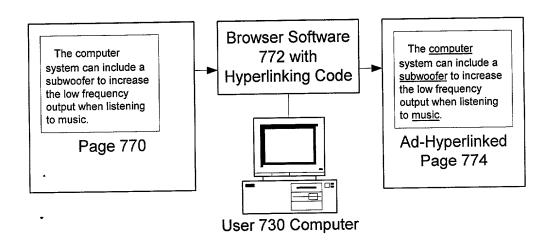


FIG. 7B